

## Message Text

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ORIGIN XMB-04

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 COME-00 EB-08

FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02

CIEP-02 LAB-04 SIL-01 OMB-01 /067 R

DRAFTED BY: XMB:PJVATTER

APPROVED BY: EB/IFD/ODF:F H THOMAS

XMB:PETER J VATTER DEPUTY VICE-PRESIDENT - CLAIMS

ARA/MEX:G FALK

-----170335Z 069672 /61

R 161819Z FEB 77

FM SECSTATE WASHDC

TO AMEMBASSY MEXICO

AMCONSUL MONTERREY

AMCONSUL GUADALAJARA

UNCLAS STATE 035281

E.O. 11652: N/A

TAGS: EFIN, MX

SUBJECT: EXIMBANK STAFF TRIP TO MEXICO

1. PETER J. VATTER, DEPUTY VICE-PRESIDENT, CLAIMS AND R. LEON WHITE, LOAN OFFICER, EXPORTER CREDITS, GUARANTEES AND INSURANCE SCHEDULED ARRIVE MONTERREY LATE EVENING 3/6/77. RESERVATIONS AT GRAN HOTEL ANCIRA BEING ARRANGED BY SERGIO FRANCISCO DE LA GARZA (TEL. 402-650) EXIMBANK ATTORNEY IN MONTERREY. BOTH WILL CALL ON POST MORNING 3/7/77.

2. PURPOSE OF TRIP IS A) ASSESS CURRENT ECONOMIC CONDITIONS RELATIVE TO EXIMBANK SUPPLIER CREDIT EXPOSURE, B) CONTACT FIRMS WITH SIGNIFICANT SUPPLIER CREDIT EXPOSURE AND/OR FIRMS HEAVILY IMPACTED BY DEVALUATION AND C) CONTACT CERTAIN PAST DUE ACCOUNTS AND ACCOUNTS AGAINST WHICH CLAIMS HAVE BEEN FILED.

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EM VATTER'S SCHEDULE IN MONTERREY BEING ARRANGED WITH ATTORNEY DE LA GARZA, WHO WILL CALL FOR VATTER AT CONSULATE AROUND 11 AM 3/7/77. VATTER SCHEDULED LEAVE FOR MEXICO CITY EVENING 3/9/77.

4. FOR MR. WHITE WOULD APPRECIATE ASSISTANCE IN MAKING APPOINTMENTS WITH FOLLOWING DURING 3/7 AND 3/8/77:

A) FINANCIERA ACEPTACIONES (3/7 AM). PLEASE ARRANGE APPOINTMENT WITH BANK'S ECONOMIST THRU LORENZO DE LA PENA TO DISCUSS CURRENT ECONOMIC CONDITIONS.

B) CONSTRUCCIONES PROTEXA (3/7 PM). WOULD LIKE TO MEET WITH TOP OFFICERS AS AVAILABLE.

C) GRUPO ALFA (3/8 AM). PLEASE ARRANGE MEETING WITH FIRM'S ECONOMIST THRU FERNANDO TURNER, TO DISCUSS CURRENT ECONOMIC CONDITIONS.

D) MAQUINARIA DIESEL (3/8 LATE AM OR EARLY PM). OSCAR ODRIOZOLA, DIRECTOR GENERAL.

WHITE SCHEDULED LEAVE MONTERREY FOR GUADALAJARA EVENING 3/8/77. WOULD APPRECIATE POST MAKING HOTEL RESERVATIONS AT GUADALAJARA FOR 3/8/77. WILL CALL ON POST 3/9 AM AND WOULD LIKE TO MEET WITH ALEJANDRO GOMEZ AND ALEJANDRO PEREZ OF TRACSA SHORTLY THEREAFTER. PLEASE ARRANGE APPOINTMENT AND TRANSPORTATION. NO INTERPRETER REQUIRED. WILL LEAVE FOR MEXICO CITY 3/9/77.

5. VATTER AND WHITE WILL STAY AT HOTEL MONTEJO, MEXICO CITY BEGINNING 3/9/77 AND RESERVATIONS BEING ARRANGED BY BERNARDO MALPICA (TEL. 5-456-360) EXIMBANK ATTORNEY IN MEXICO CITY. BOTH WILL CALL AT EMBASSY MORNING 3/10/77.

6. TO GET A FEEL FOR THE SHORT RUN OUTLOOK OF MEXICAN ECONOMY, BOTH VATTER AND WHITE WOULD LIKE VISIT WITH GOM OFFICIALS AND SEPARATELY WITH U.S. BANKERS DURING 3/10. WOULD APPRECIATE UNCLASSIFIED

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EMBASSY ASSISTANCE IN ARRANGING APPOINTMENTS. PLEASE INCLUDE APPOINTMENT WITH BANAMEX ECONOMIST THRU ENRIQUE DEBAYLE OR GUILLERMO GUEMEZ.

7. FOR 3/11/77 BOTH VATTER AND WHITE HAVE MADE TENTATIVE APPOINTMENTS WITH:

ING. JULIO F. ARGUELLES, PRESIDENT  
CAMARA NACIONAL DE LA INDUSTRIA DE LA CONSTRUCCION  
TEL. 533-00-60 AND

ARQ. ALVARO E. ARELLANO, PRESIDENT  
ASOCIACION MEXICANA DE DISTRIBUIDORES DE MAQUINARIA  
TEL. 575-10-11

WOULD APPRECIATE POST CONFIRMING THESE APPOINTMENTS.

8. WOULD APPRECIATE POST ARRANGING FOLLOWING APPOINTMENTS FOR WEEK OF 3/14/77:

VATTER AND WHITE

DISTRIBUIDORA DE EQUIPOS DE CONSTRUCCION  
DECSA  
MR. ROBER GEORGE  
TEL. 577-50-55  
(MR. WHITE WILL NEED 5 HOURS)

WHITE (3/14)  
CIA. HULERA TORNEL  
MESSRS. TORNEL

VATTER (3/14)  
COMISION FEDERAL DE ELECTRICIDAD CFE  
MR. ENRIQUE VILAR, DIR. OF FINANCE  
MR. HUGO GARRIDO, DIR. OF PUCHASING  
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(EXIMBANK HAS RECEIVED A SMALL CLAIM)

VATTER (3/15)  
TRITURADOS Y PREMEZCLADOS S.A.  
MR. RAMIRO GARZA CANTU  
TEL. 566-17-87

VATTER (E/15)  
APLICACION DE RECUBRIMIENTOS S.A.  
MR. SANTIAGO HUERTA ZUAREZ, PRES.  
PONIENTE 150 NO. 693  
MEXICO 16, D.F.

WHITE (3/15)  
PEMEX  
(WOULD LIKE TO DISCUSS RELATIONS WITH  
SUPPLIER CREDIT CUSTOMERS, ESPECIALLY  
SLOW PAYMENT BY PEMEX TO CON-TRACTORS WHO IN TURN PAY SLOW TO  
U.S. EXPORTERS).

VATTER (3/16)  
GRUPO SOFIDES  
MR. JORGE ENRIQUEZ GUZMAN  
TEL. 531-45-15 OR 531-29-12  
(A SUBSIDIARY, CONSTRUCTORA INDUSTRIAL DE  
CALIFORNIA IS HEAVILY INDEBTED TO EXIMBANK.  
ENRIQUEZ GUZMAN IS SAID TO BE DIFFICULT TO SEE).

VATTER (3/16)  
INGENIEROS Y CONTRATISTAS S.A. ICONSA  
MR. FRANCISCO PIZARRO AND/OR MR. SARMIENTO TEL. 533-18-00

VATTER (3/16)  
LIC. JUAN WITT L.  
TEL. 533-48-58  
(REPRESENTS CENTRAL NATIONAL BANK OF  
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CLEVELAND. WANT TO DISCUSS DEFAULT AND  
MERGER OF MAQUINARIA HOFFMAN).

WHITE (3/16)  
GRUPO ICA (NEED 5 HOURS) MR. JOSE HARTASANCHEZ

WHITE (3/16)  
INDUSTRIAS UNIDAS AND SERVICIO ORGANIZADO SECRETARIAL SOS  
DR. JUAN C. BUSTOS, DIR. OF FINANCE LIC. CARLOS BAERIMUNDI,  
GRL. MGR. SOS

WHITE (3/17)  
MEXTRAC  
MR. ANTONIO ARTIGAS

WHITE (3/17)  
FABRICAS AUTOCAR  
MESSRS. M. DE LA PARRA, EDUARDO ORTEGA AND  
CARLOS HANK R.

MR. WHITE SCHEDULED RETURN TO WASHINGTON 3/18/77.

9. BEGINNING 3/17/77 VATTER PLANS TO SPEND SEVERAL DAYS WITH  
VARIOUS LAW FIRMS HANDLING EXIMBANK COLLECTIONS. VATTER PLANS  
TO RETURN TO WASHINGTON ABOUT 3/23 OR 3/24/77.

10. WHEREAS VATTER FLUENT IN SPANISH, WHITE MAY NEED LANGUAGE  
ASSISTANCE ON SOME OF HIS CALLS. WOULD APPRECIATE EMBASSY ASSIS-  
TANCE WHERE NEEDED. END. HARTMAN

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## Message Attributes

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**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ECONOMIC CONDITIONS, VISITS  
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**Copy:** SINGLE  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Office:** ORIGIN XMB  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** n/a  
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**Review Release Event:** n/a  
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**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** EXIMBANK STAFF TRIP TO MEXICO  
**TAGS:** EFIN, OTRA, MX, US, XMB, (VATTER, PETER J), (WHITE, R LEON)  
**To:** MEXICO MONTERREY MULTIPLE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009